

**JULY 2011**

## **INFORMATION**

### **On-Line Lender Toolkit**

[www.sba.gov/for-lenders](http://www.sba.gov/for-lenders)

#### **Des Moines District Office**

210 Walnut Street, Rm. 749  
Des Moines, IA 50309-2186  
(515) 284-4422  
(515) 284-4572 (Fax)  
[www.sba.gov/ia](http://www.sba.gov/ia)

Joseph M. Folsom  
District Director  
(515) 284-4026

[joseph.folsom@sba.gov](mailto:joseph.folsom@sba.gov)

#### **Cedar Rapids Branch Office**

2750 1<sup>st</sup> Ave. NE – Ste. 350  
Cedar Rapids, IA 52402  
(319) 362-6405  
(319) 362-7861 (Fax)

Dennis Larkin  
Branch Manager  
(319) 362-6405 ext. 2020  
[G.D.Larkin@sba.gov](mailto:G.D.Larkin@sba.gov)

#### **Standard 7(a) Loan Guaranty Processing Center**

6501 Sylvan Road  
Citrus Heights, CA 95610  
Phone: (916) 735-1960  
ext. 4368  
Fax: (916) 735-1975  
or  
(916) 735-1680

#### **OR**

262 Black Gold Blvd.  
Hazard, KY 41701  
Phone: 606-436-0801  
ext. 229  
Fax: (606) 435-2400  
E-mail:  
[loanprocessing@sba.gov](mailto:loanprocessing@sba.gov)

#### **Fresno Servicing Center**

Fresno, CA  
1-800-347-0922  
202-481-0483 Fax

#### **Liquidation & Purchase Center**

Herndon, VA  
(703) 487-9283  
(202) 481-4674 Fax

#### **504 & PLP Processing Center**

6501 Sylvan Road  
Citrus Heights, CA 95610  
(916) 930-2463 or 930-2460  
(916) 930-2160 FAX

*All SBA programs and services are provided on a nondiscriminatory basis.*

## **FY Update, EIDL and MREIDL Assistance Available**

Dear Lender –

Though the number of 7(a) and 504 loans is down slightly by 23 loans when compared to a year ago the dollar volume is up significantly. We are on track for another record year of SBA lending in dollar terms standing at \$250,405,000 compared to \$211, 724,000 at this time last year. Congratulations!

Economic Injury Disaster Loans to offset economic losses because of reduced revenues caused by flooding beginning May 23, 2011 are now available for small, non-farm businesses in Iowa counties of Fremont, Harrison, Mills, Monona, Pottawattamie, Woodbury, Crawford, Ida, Montgomery, Page, Plymouth, Cass, Cherokee and Shelby; Atchison County in Missouri, Burt, Cass, Dakota, Douglas, Otoe, Sarpy, Thurston and Washington Counties in Nebraska; and Union County in South Dakota .

Small, non-farm businesses, small agricultural cooperatives, small businesses engaged in aquaculture and most private, non-profit organizations of any size may qualify for Economic Injury Disaster Loans (EIDLs) of up to \$2 million to help meet financial obligations and operating expenses which could have been met had the disaster not occurred.

Eligibility for these loans is based on the financial impact of the disaster only and not on any actual property damage. These loans have an interest rate of 4% for businesses and 3% for private, non-profit organizations, a maximum term of 30 years, and are available to small businesses and most private, non-profits without the financial ability to offset the adverse impact without hardship. The deadline to apply for these loans is March 8, 2012.

This month marks the return to Iowa of approximately 3,000 National Guard soldiers from deployment in Afghanistan. We thank them for their service. Some of these soldiers are small business owners and others are essential employees for their employer. The Military Reservist Economic Injury Disaster Loan program (MREIDL) is designed to provide funds to eligible small businesses to meet their ordinary and necessary operating expenses that could have been met, but that

they are unable to meet, because an essential employee was "called-up" to active duty in their role as a military reservist. The business may apply for assistance from the date the soldier is activated to 1 year following release from active duty.

These loans are intended only to provide the amount of working capital needed by a small business to pay its necessary obligations as they mature until operations return to normal after the essential employee is released from active military duty.

Applicants for EIDL or MREIDL loans may apply online using the Electronic Loan Application (ELA) via SBA's secure Web site at <https://disasterloan.sba.gov/ela>. Disaster loan information and application forms are also available from SBA's Customer Service Center by calling SBA toll-free at (800) 659-2955, emailing [disastercustomerservice@sba.gov](mailto:disastercustomerservice@sba.gov), or visiting the SBA's Office of Disaster Assistance Web site at [www.sba.gov/services/disasterassistance](http://www.sba.gov/services/disasterassistance). Hearing impaired individuals may call (800) 877-8339.

Consider using the Patriot Express loan program for veterans and members of the military community wanting to establish or expand small businesses, particularly those now returning from active duty. With a maximum loan amount of \$500,000, and a guarantee of 85% for loans \$150,000 and less, and a 75% guarantee for loans above \$150,000, it's a perfect way for those who have served our country to get the financing they need.

Eligible applicants include: veterans; service-disabled veterans; active-duty service members eligible for the military's Transition Assistance Program; reservists and National Guard members; current spouses of any of those; and the widowed spouse of a service member or veteran who died during service or of a service-connected disability.

Take advantage of the \$1 million SBA Express loan limit now, before the Jobs Act provision expires Sept. 27 and loan limits return to \$350,000.

- Joe Folsom, District Director

## Iowa Summit for Women Entrepreneurs – August 3, 2011 in Ankeny

The U.S. Small Business Administration will host the *Iowa Summit for Women Entrepreneurs* to be held Wednesday, August 3, 2011 in Ankeny, Iowa.

Women entrepreneurs throughout Iowa are invited to join SBA to discuss ways to support women business owners and entrepreneurs as key contributors to our nation's economic recovery.

The summit will explore the business challenges facing Iowa women entrepreneurs, seek to guide national policy recommendations for Congress and the Executive Branch, promote dialogue in the women's business community, and provide networking opportunities for women business

owners. Discussion topics will include start-ups, access to capital, contracting, and more.

Guest speakers include:

- **Ana Recio Harvey** - Assistant Administrator, Office of Women's Business Ownership, U.S. Small Business Administration
- **Patricia Brown-Dixon** - Regional Administrator, Kansas City Regional Office, U.S. Small Business Administration
- **Debi Durham** - Director, Iowa Department of Economic Development

The *Iowa Summit for Women Entrepreneurs* will be held Wednesday, August 3, 2011 from 1-5 p.m. at the FFA Enrichment Center, 1055 SW Prairie Trail Parkway in Ankeny, Iowa. Attendance is free, but space is limited. SBA is now accepting registration on-line at <http://events.sba.gov/eventmanagement/eventlisting.aspx?state=IA>

The summit is co-sponsored by SBA, VISA, SCORE and Iowan's for Social and Economic Development (ISED).

For more information on the event, contact Linda Haus at the SBA in Des Moines at (515) 284-4561 or at [linda.haus@sba.gov](mailto:linda.haus@sba.gov)

## SBA Lender Activity Report for JUNE

LENDER NAME	LOCATION	#	AMOUNT	LENDER NAME	LOCATION	#	AMOUNT
HILLS BANK AND TRUST CO.	HILLS	8	\$599,100	COMMUNITY FIRST BANK	KEOSAUQUA	1	\$618,000
QUAD CITY BANK & TRUST CO.	BETTENDORF	4	\$4,584,000	FIRST NATIONAL BANK	WAVERLY	1	\$600,000
WELLS FARGO BANK	IOWA	4	\$1,223,200	THE NATIONAL BANK	ILLINOIS	1	\$600,000
IOWA BUSINESS GROWTH CO.	JOHNSTON	3	\$6,878,000	LIBERTY BANK, FSB	WDM	1	\$570,000
COMMUNITY BANK	INDIANOLA	3	\$1,120,000	FARMERS & MERCHANTS ST. BK	WINTERSET	1	\$500,000
U.S. BANK	IOWA	3	\$50,000	DAKOTA BUSINESS FINANCE	SOUTH DAKOTA	1	\$448,000
NORTHWOODS STATE BANK	MASON CITY	2	\$3,000,000	CLARKE COUNTY STATE BANK	OSCEOLA	1	\$225,000
FARMERS STATE BANK	WATERLOO	2	\$2,139,000	GREAT WESTERN BANK	IOWA FALLS	1	\$200,000
HOME STATE BANK	JEFFERSON	2	\$501,300	BANKERS TRUST CO.	CEDAR RAPIDS	1	\$195,000
SIOUXLAND ECON DEV. CORP.	SIOUX CITY	2	\$493,000	CITIZENS FIRST BANK	CLINTON	1	\$150,000
PEOPLES SAVINGS BANK	WELLSBURG	2	\$365,000	CENTRAL STATE BANK	CORALVILLE	1	\$125,000
ECIA BUSINESS GROWTH INC.	DUBUQUE	2	\$362,000	FIRST CENTRAL STATE BANK	DE WITT	1	\$125,000
BANKIOWA	CEDAR RAPIDS	2	\$175,000	CITIZENS STATE BANK	MONTICELLO	1	\$106,000
UNITED BANK OF IOWA	IDA GROVE	2	\$175,000	CITIZENS STATE BANK	SHELDON	1	\$105,500
CLEAR LAKE BANK & TRUST CO.	CLEAR LAKE	2	\$100,000	LINCOLN SAVINGS BANK	CEDAR FALLS	1	\$95,000
CEDAR RAPIDS BK & TR CO	CEDAR RAPIDS	1	\$1,750,000	GREEN BELT BANK & TRUST	IOWA FALLS	1	\$89,000
TREYNOR STATE BANK	TREYNOR	1	\$1,000,000	AMERICAN STATE BANK	SIOUX CENTER	1	\$82,500
VALLEY BANK	ILLINOIS	1	\$850,000	BRIDGE COMMUNITY BANK	MOUNT VERNON	1	\$30,000

*The following lenders were participant lenders in the SBA's 504 Loan Program in Iowa during the month of June*

LENDER NAME	LOCATION	#	AMOUNT	LENDER NAME	LOCATION	#	AMOUNT
BANKERS TRUST	DES MOINES	1	\$6,225,000	MINNWEST BANK	SIOUX FALLS	1	\$622,500
FIRST CITIZENS NATIONAL BANK	MASON CITY	1	\$2,325,000	DUPACO C.U.	DUBUQUE	1	\$265,500
FIRST NATIONAL BANK	FAIRFIELD	1	\$705,000	CLINTON NATIONAL BANK	CLINTON	1	\$158,220
GREAT WESTERN BANK	IOWA	1	\$685,000				



# SBA Information Notice

---

<b>TO:</b>	All SBA Employees	<b>CONTROL NO.:</b>	5000-1215
<b>SUBJECT:</b>	Change of Location for SBA's America's Recovery Capital (ARC) 1502 Interest Billing Reconciliation and Interest Payments	<b>EFFECTIVE:</b>	7/26/2011

---

Effective August 1, 2011, lenders participating in the SBA's America's Recovery Capital (ARC) Loan Program with outstanding SBA ARC loan interest payments should contact the Standard 7(a) Loan Guaranty Processing Center (LGPC), located in Citrus Heights, CA, for billing reconciliation.

Despite the process transfer from the Buffalo Customer Service Center to the LGPC, the SBA's ARC contact information will remain the same. Lenders should continue to use the same toll-free number of (877) 564-0256 and email address of [ARC1502Inquiries@sba.gov](mailto:ARC1502Inquiries@sba.gov) regarding inquiries relating to the accurate completion of the SBA's ARC 1502 Reports and/or questions pertaining to any outstanding interest payments associated with their SBA ARC loans.

---

John A. Miller  
Director  
Office of Financial Program Operations

---

## **SAVE THE DATE I Cedar Rapids SBA 30<sup>th</sup> Anniversary Celebration**

Join us on Wednesday, August 24<sup>th</sup> from 10 a.m. – 12 Noon as we recognize the work of the Cedar Rapids office over the last 30 years, and say thanks to our lenders, partners, borrowers, clients and friends throughout eastern Iowa.

The anniversary event will be held at 2750 1<sup>st</sup> Ave, NE, 3<sup>rd</sup> Floor in Cedar Rapids. RSVP at

<http://events.sba.gov/eventmanagement/eventlisting.aspx?state=IA>

## **SAVE THE DATE II Small/Rural Lender Advantage Training September 8, 2011 via ReadyTalk**

The SBA in Iowa will be holding a region-wide training session on the Small/Rural Lender Advantage program on Thursday, September 8, 2011 from 11 a.m. – 12 Noon. Dee Ann Glover from the Cedar Rapids Branch Office will conduct this training via SBA's ReadyTalk system, which allows lenders to hear and view the presentation via their phone and computer. Lenders throughout Iowa, Kansas, Missouri and Nebraska will be invited to participate. Watch for more details in the coming weeks.